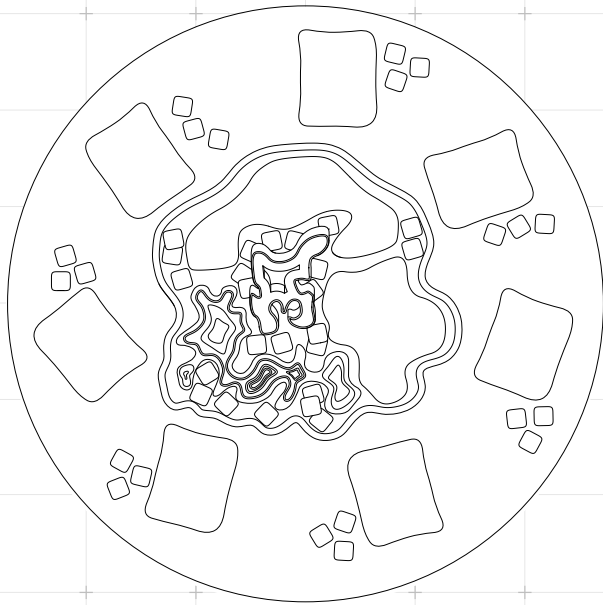


SCAMBI

Manuale di Gioco [Game Manual]
A game investigating how value is formed

BARC0161: Design Practice 2

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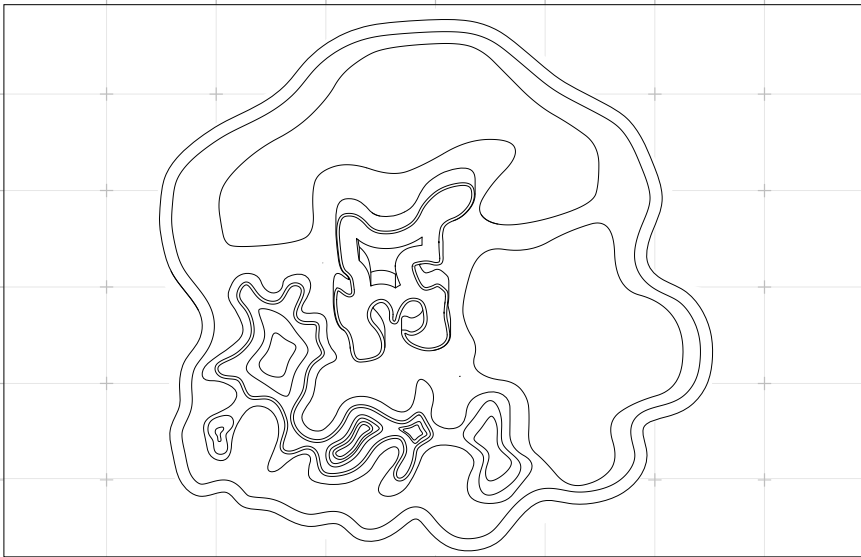
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1.1 WHAT IS SCAMBI?

Markets are not defined by what is sold, but by what is negotiated. They are fields of proximity, interruption, persuasion, hesitation, memory. Value does not exist in advance; it is assembled through contact.

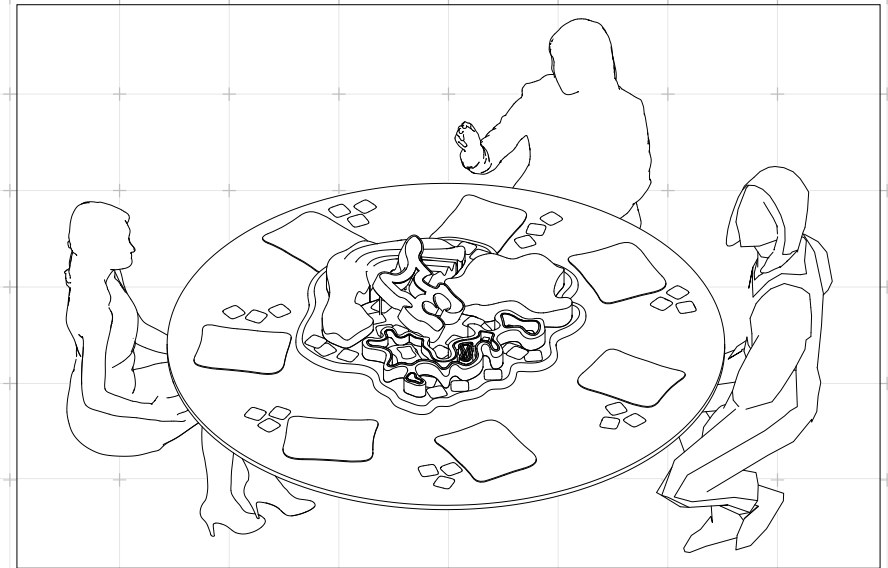


SCAMBI treats the market as a condition (a state that enables and constrains action), not a place. It frames exchange as a sequence of encounters where meanings are proposed, resisted, misread, and reformed. Claims overlap. Interpretations collide. No position remains stable for long.

Rather than fixing value, the game exposes how value is continuously produced—through disagreement, alliance, silence, and repetition. What matters is not agreement, but movement: between positions, between logics, between states.

1.2 SCAMBI A SHORT INTRO

SCAMBI is a tabletop system built to host conversation as an architectural act—structured, spatial, and cumulative. A single claim is placed at the center and evolves as it circulates through different states of the market. Each intervention reframes what came before it, adding pressure, clarity, or ambiguity.



The table is not neutral. Its zones establish conditions that shape how ideas are spoken and understood. Over time, movements leave traces. Decisions accumulate. Patterns emerge.

The game unfolds through repetition rather than progression. There is no final answer—only a shifting field of negotiated meanings. What remains is a record of how conversation was constructed, contested, and carried forward.

SCAMBI is a conversational game played around a table.

At the start of each round, a state of the market is declared using a Stato card. One claim is then introduced and becomes the shared subject of the round.

Players take turns adding Beni (goods) to the claim, reframing it, or shifting it between market zones. Each zone changes how the claim must be spoken about—who benefits and competes or what remains unspoken.

A round continues until all players have placed their Beni. The claim then ends. Each player records a short reflection in the Ledger, and the group may award Stima tokens for insight.

The game progresses through multiple rounds, value is not scored—it is NEGOTIATED.

Number of Players

SCAMBI is played by 3 to 10 players seated around the table.

Each player occupies one player space positioned around the board.

Player Set-Up

Each player receives:

3 Beni cards, drawn at random

1 Ledger attached to their screen

0 Stima tokens at the start of the game

Players keep their Beni cards until they are played.

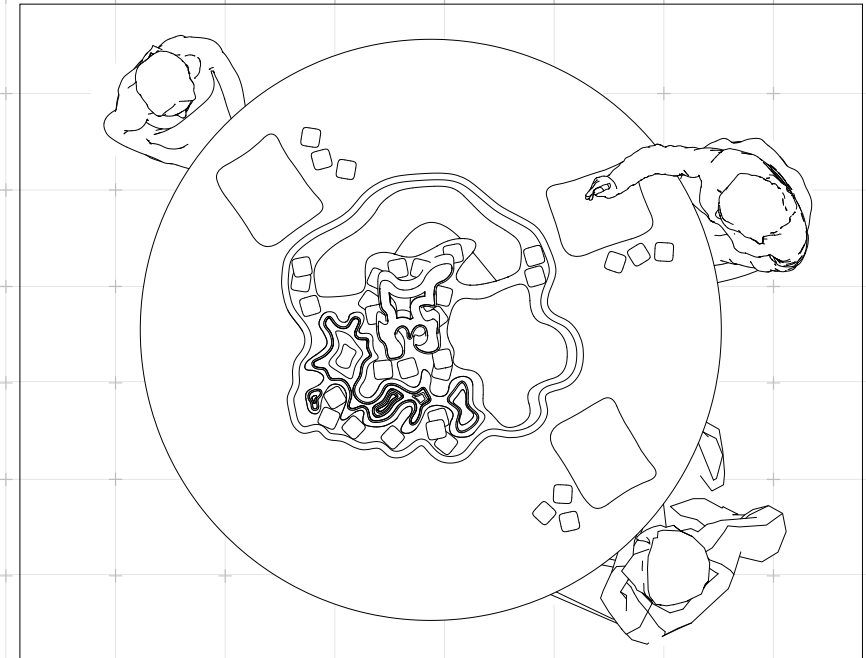
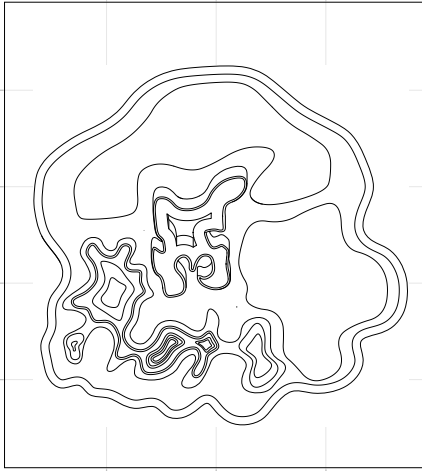


Table Set-Up

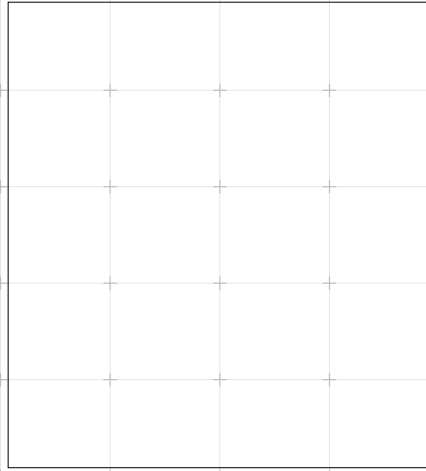
- Place the Board at the center of the table
- Place the BIG MAP visible for all players
- Shuffle the Beni deck and Clima deck separately
- Place the Stima tokens within reach of all players

4.1 - CORE ELEMENTS (SHORT DEFINITIONS)



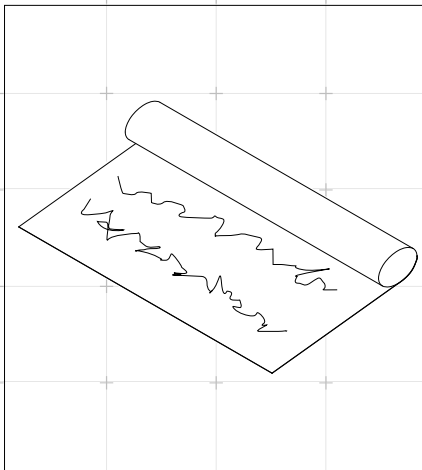
The Board & Zones

At the center of the table sits the wooden game board. It is divided into four distinct zones, each forming a continuous surface for play. Beni cards are placed, moved, and grouped on this board throughout the round. The board remains visible and shared by all players at all times.



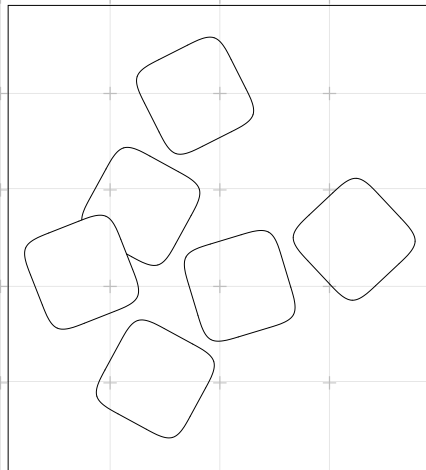
The BIG MAP (Cloth Map)

Alongside the board sits the BIG MAP, a large cloth surface showing the four zones, the bridges between them, and their names. When a player moves a claim from one zone to another, they draw an arrow on the map across the corresponding bridge. The map remains visible throughout the game and accumulates traces of movement.



The Ledger

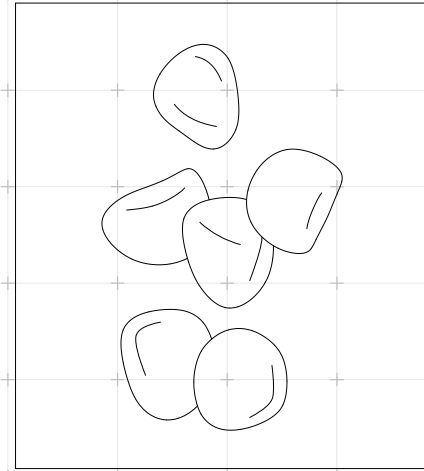
Each player has a Ledger made from cloth, attached to their Player Screen. At the end of each round, players roll out part of the Ledger and write a single sentence reflecting on the round. The Ledger remains private to each player unless they choose to share it.



Beni Cards

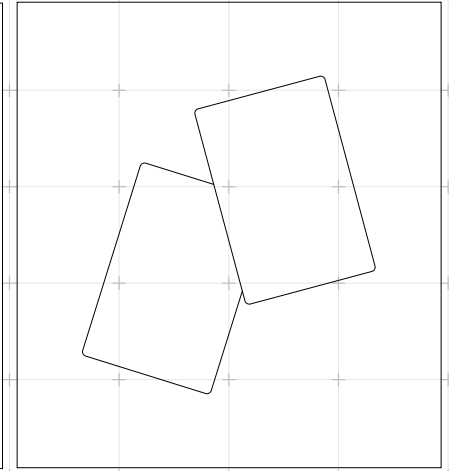
Beni cards are magnetic cards used during play. Each card carries a word or short phrase. Players place Beni cards onto the board or their screen during their turns. All Beni cards in a player's hand must be played before a round ends.

4.1 - CORE ELEMENTS (SHORT DEFINITIONS)



Stima Tokens (Esteem Tokens)

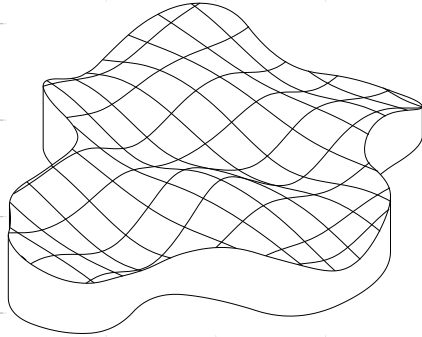
Stima tokens are small physical tokens awarded through player voting. Each player stores their collected Stima tokens on their Player Screen.



Klima Cards (Market State Cards)

Klima cards are drawn at the start of each round. One Klima card is revealed and applies to all players for the duration of that round. Klima cards remain visible until the round ends.

5.1 - THE ZONES



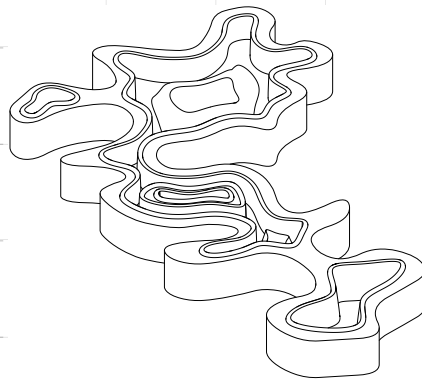
The Commons

Focuses on shared benefit, collective value, and mutual support.

Conversation here centers on how ideas serve others rather than individual gain.

What players can do in this zone:

- Frame the claim around who benefits and how
- Add Beni that strengthen shared outcomes
- Extend the claim through care, solidarity, or collective interest
- Players should avoid arguments based on competition, cost, or hidden motives while the claim remains here.



The Bazaar

Space of plurality and interpretation.

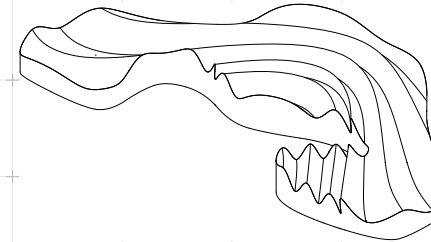
Here, multiple meanings can coexist, and conversation is shaped through comparison, reinterpretation, and contrast.

What players can do in this zone:

- Offer alternative or competing interpretations of the claim
- Add Beni that complicate or reframe meaning
- Shift emphasis without rejecting previous statements

Contradiction is allowed here, but not dismissal.

5.2 - THE ZONES



The Exchange

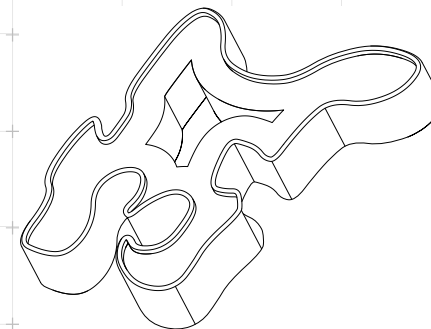
Focuses on agreement, justification, and trade-offs.

Conversation is discussed in terms of conditions, commitments, and consequences.

What players can do in this zone:

- Clarify what is given and what is received
- Add Beni that define terms, limits, or responsibilities
- Strengthen the claim through evidence or reasoning
- Formalize earlier ideas into clearer positions

Abstract or purely symbolic arguments should be grounded while the claim remains here.



The Shadow Market

Conversation here acknowledges tension, exclusion, risk, and unintended consequences.

Addresses what is concealed, avoided, or costly.

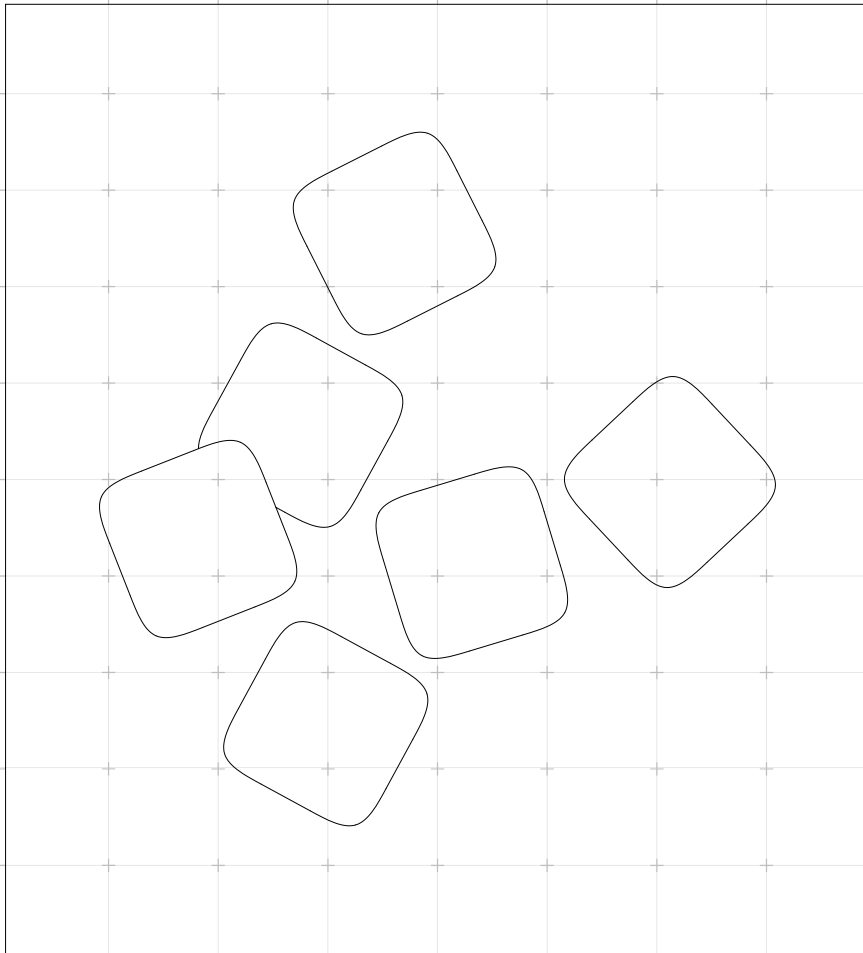
What players can do in this zone:

- Expose hidden costs or over-looked effects
- Add Beni that introduce risk, pressure, or imbalance
- Reframe the claim through silence, omission, or taboo
- Question who is disadvantaged or left out

Statements here may be uncomfortable but should remain focused on the claim.

6.1 - BENI MAGNETS

Beni Magnets are the primary material used to build and evolve the claim during a round. Each Beni Magnet carries one or two words. These words are intentionally open and may be interpreted in different ways depending on the zone, the Clima of the round, and the direction of the conversation.



Beni Magnets are:

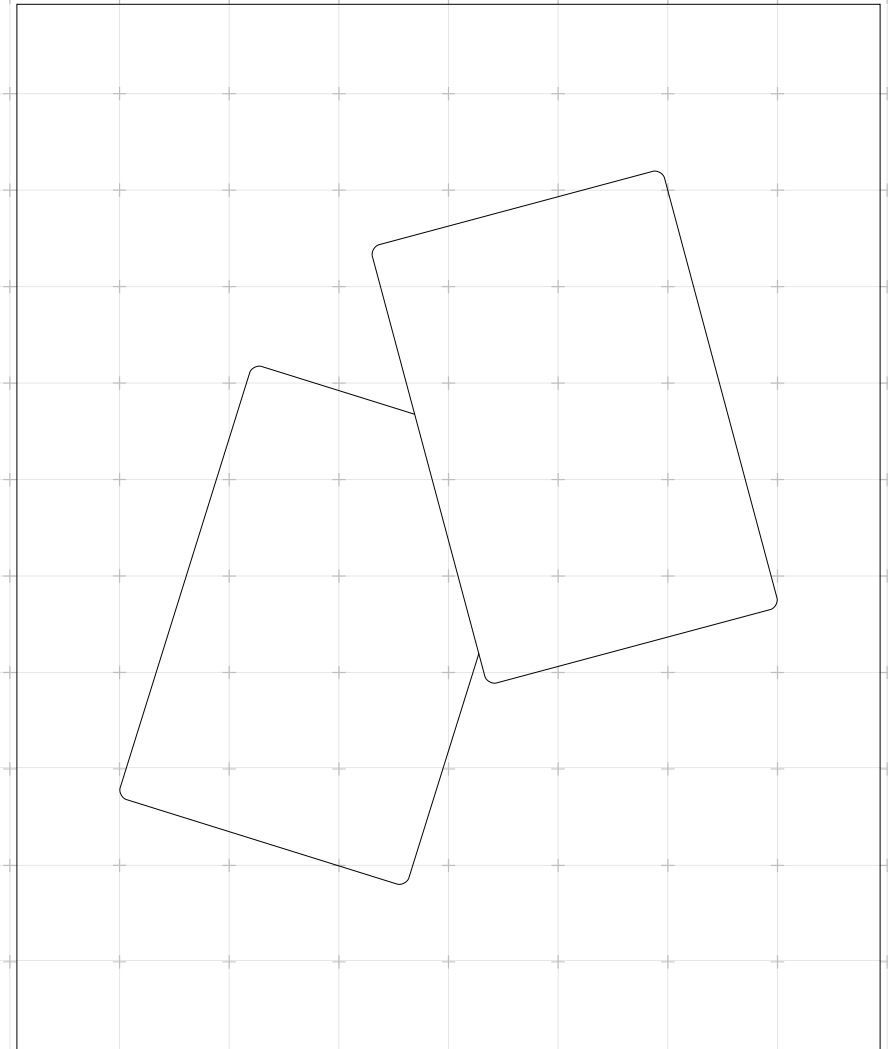
- Played onto the board (one of the zones)
- Added to an existing claim
- Used to reframe, extend, or complicate what has already been said

A Beni Magnet does not have a fixed meaning. Its value is shaped through speech, placement, and interaction with other Beni Magnets.

7.1 - CLIMA CARDS [OPTIONAL]

Clima Cards define the state of the market today.

At the start of each round, the starting player draws one Clima Card and reveals it to all players. The revealed Clima Card applies to everyone for the entire round. A Clima Card does not introduce new content to discuss. Instead, it modifies how the round is played by adjusting pace, interaction, or constraints.

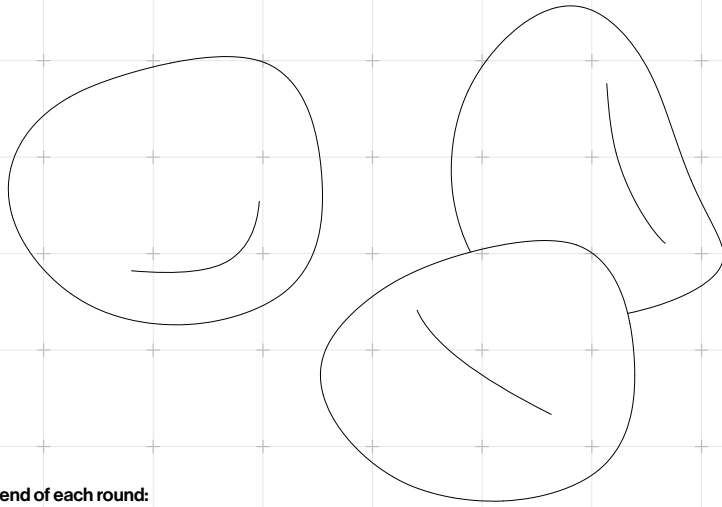


Clima Cards:

- Apply equally to all players
- Last for one round only
- re resolved automatically when the round ends

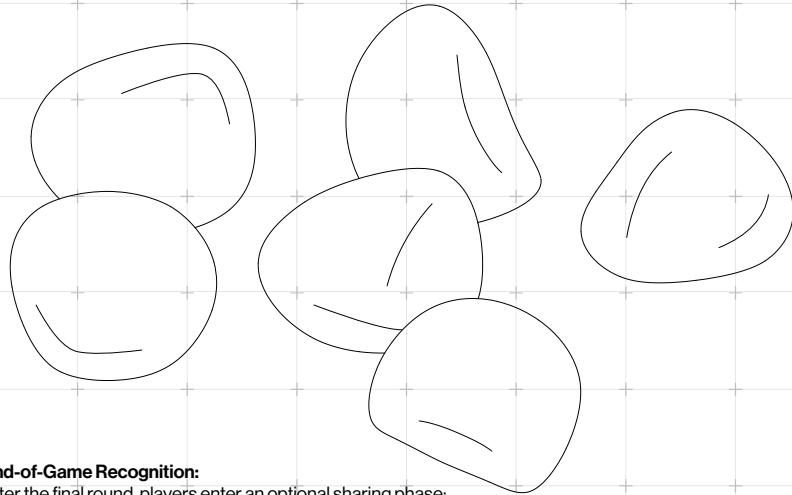
Players must follow the effect of the Clima Card for the duration of the round.

Stima Tokens represent recognition and esteem earned through play. They are awarded by players to acknowledge insight, clarity, or meaningful contribution during the game. Stima Tokens do not measure correctness or victory in argument, but impact on the shared conversation.



At the end of each round:

Each player votes for one other player who they believe contributed the strongest insight during that round. The player with the most votes receives one Stima Token.



End-of-Game Recognition:

After the final round, players enter an optional sharing phase: Players may read aloud or paraphrase sentences from their Ledger. After this phase, players vote once more for the strongest shared insight. The winning player receives two additional Stima Tokens.

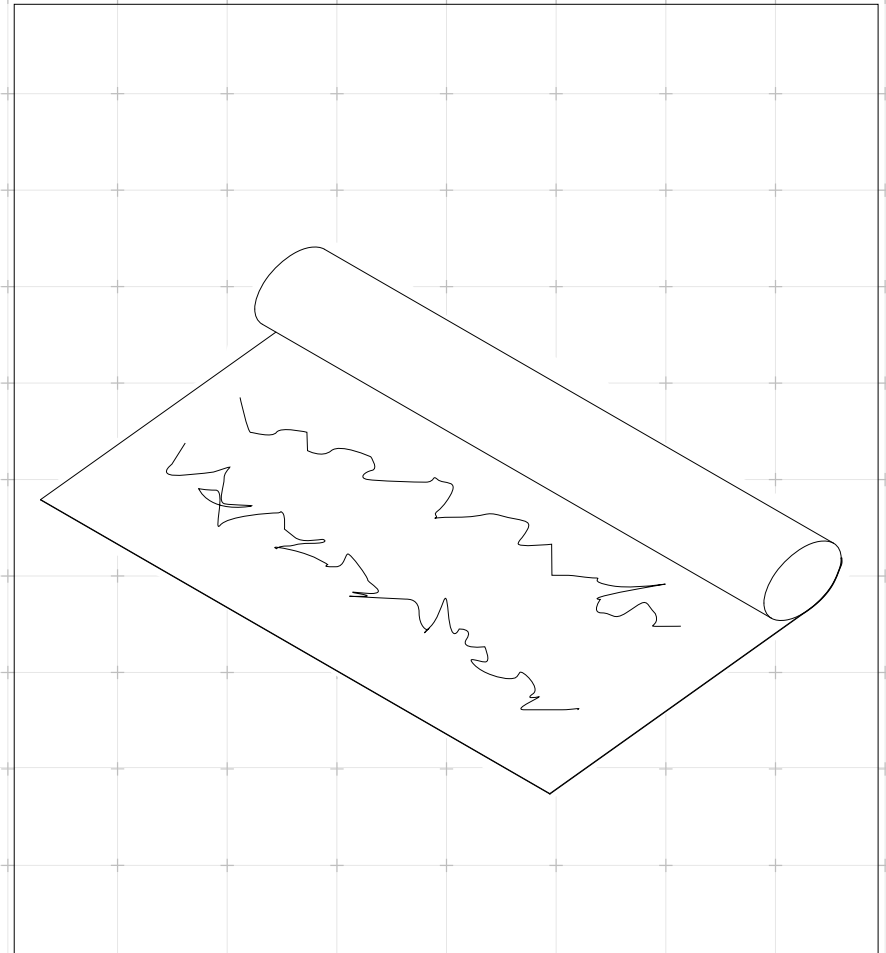
Each round follows the same sequence:

1. Draw Clima
2. The starting player draws 1 Clima Card.
3. The card is revealed and applies to all players for this round.
4. Start the Claim
5. The starting player plays 1 Beni Magnet.
6. They speak a sentence to introduce the claim.
7. Take Turns
8. Players take turns clockwise.
9. On each turn, a player interacts with the same claim.
10. The claim remains in one zone at a time.
11. Move or Extend the Claim
12. Players may add Beni Magnets, reframe the claim, or move it between zones.
13. When the claim moves zones, the player draws an arrow on the BIG MAP.

Each round follows the same sequence:

14. The round continues until every player has played all 3 Beni Magnets.
15. Once all Beni Magnets are played, the claim ends.
16. The round is over.
17. Each player writes one sentence in their ledger reflecting on the round.
18. Players vote for one other player who contributed the strongest insight.
19. The winning player receives 1 Stima Token.
20. Reset
21. Clima Cards are placed in-between zones, as a trace and inspiration from previous rounds.
22. A new round begins with a new Clima Card and a new claim.

Each player has a ledger made from cloth, attached to their Player Screen. The ledger is used to record reflections during the game

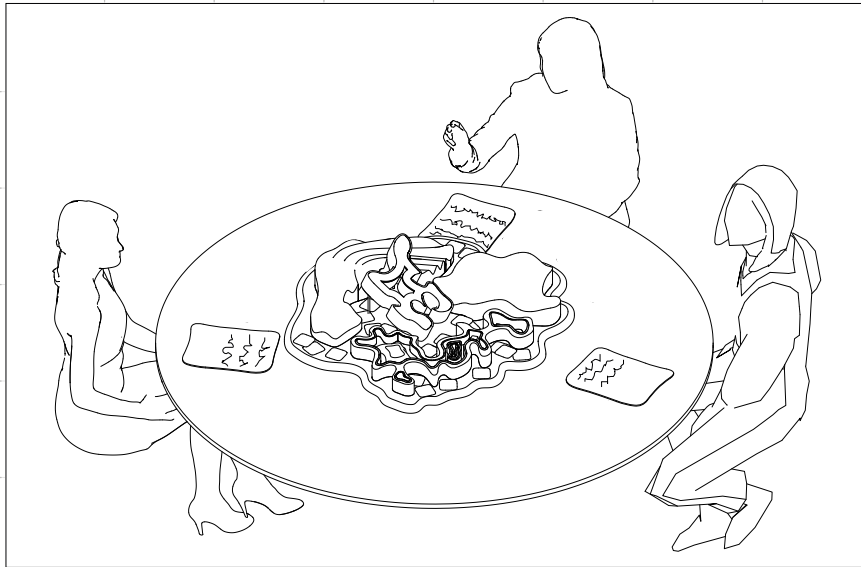


Using the Ledger:

At the end of each round every player writes one sentence on their ledger. This sentence should capture an idea, insight, or moment from the round. It is not a summary and does not need to explain the discussion.

Players write freely in their own words, and the ledger remain private during the game.

During this phase players may read aloud or paraphrase sentences from their Ledger. Sharing is voluntary.



Once sharing is complete:

- Players vote for the strongest insight shared in this phase.
- The selected player receives two Stima Tokens.

The player with the highest number of Stima Tokens at the end of the game is the winner.
Winning reflects recognition by others rather than domination of the conversation.

**SCAMBI is not about winning or finding the correct answer.
It is about how value is formed through interaction.**

During the game, players will experience how the same idea shifts meaning across different contexts, See how claims evolve when exposed to negotiation, practiced listening as an instrument of participation, noticed how power, urgency, and generosity shape conversation.

The game reveals that value is not fixed, it is produced and transformed through exchange. What remains after play is not a conclusion, but a trace: in the placed magnets, BIG MAP, and ledgers.

SCAMBI is a space to generate insightful conversation and think together - and to notice how thinking together happens.

SCAMBI does not end when the game stops

The trace the game produces are not outcomes to be judged but materials to be noticed.

You may play this game anywhere. You may adapt it. You may argue with it, misuse it, or take it apart.

What matters is not that it works perfectly, but that it creates a moment where value is made visible through exchange.

When the board is cleared for packing, what is important still remains: A shift in perspective, A remembered sentence, A different way of entering the next conversation.

Thanks for playing!